

## Message Text

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46

ACTION MMS-04

INFO OCT-01 NEA-09 ISO-00 PER-01 M-02 ABF-01 COME-00 SP-03

/021 W

----- 065897

P 011450Z AUG 74

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC PRIORITY 9406

UNCLAS BEIRUT 9087

E.O. 11652: N/A

TAGS: APER, LE

SUBJECT: REPLACEMENT FOR ASSISTANT COMMERCIAL ATTACHE POSITION

1. DEPARTMENT'S ASSISTANCE WOULD BE GREATLY APPRECIATED IN PROVIDING A REPLACEMENT FOR THE ASSISTANT COMMERCIAL ATTACHE POSITION AS QUICKLY AS POSSIBLE.

2. AS THE DEPARTMENT IS AWARE, THIS POSITION WAS TO BE FILLED BY FSO GENTA HAWKINS WHO WAS UNFORTUNATELY REASSIGNED DURING BRIEF PERIOD WHEN THERE WAS SOME UNCERTAINTY ABOUT THE FUTURE OF THE POSITION.

3. IT WILL BE RECALLED THAT THE EMBASSY HAD RELUCTANTLY AGREED TO FOREGO AN OVERLAP WITH THE FORMER INCUMBENT FSO ROBERT BEALES IN ORDER FOR MISS HAWKINS TO COMPLETE THE ECONOMIC/COMMERCIAL COURSE AT THE FSI, WITH THE UNDERSTANDING SHE WOULD ARRIVE NO LATER THAN MID-AUGUST. JUSTIFICATION FOR EARLY REPLACEMENT REMAINS FULLY VALID, AND INDEED EVEN MORE SO AS A RESULT OF THE STEADILY MOUNTING WORK LOAD SINCE THE BEGINNING OF THE YEAR. TO A CERTAIN DEGREE THE WORK LOAD CAN BE QUANTIFIED BY AN ANALYSIS OF INCREASE IN THE USUAL SERVICES THE COMMERCIAL ATTACHE'S OFFICE IS CALLED ON TO PROVIDE. FOR EXAMPLE, WE ESTIMATE, BASED ON FIGURES AVAILABLE FOR THE FIRST SIX MONTHS, THAT THE NUMBER OF WORLD TRADE DIRECTORY REPORTS WILL RISE FROM 171 TO 312 AND THAT THE NUMBER OF AGENT-DISTRIBUTOR SURVEYS FROM 18 TO 45. SUCH FIGURES UNCLASSIFIED

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HOWEVER DO NOT REFLECT THE GENERAL INCREASE IN VISITS

TO THE EMBASSY BOTH BY LOCAL BUSINESSMEN AND (MORE PRONOUNCEDLY) TRAVELING AMERICAN BUSINESSMEN. NOR DO THEY REFLECT THE INCREASE IN TRADE MISSION TYPE VISITS AND THE GROWING DEMAND FOR MARKET SURVEYS.

3. REPLACEMENT, OF COURSE, SHOULD BE FULLY QUALIFIED ECONOMIC/COMMERCIAL OFFICER OF MID-CAREER RANK. GODLEY

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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
**Draft Date:** 01 AUG 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Page Count:** 2  
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**Review Action:** RELEASED, APPROVED  
**Review Authority:** WorrelSW  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 21 FEB 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <21 FEB 2002 by reddocgw>; APPROVED <22 JAN 2003 by WorrelSW>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
**Subject:** REPLACEMENT FOR ASSISTANT COMMERCIAL ATTACHE POSITION  
**TAGS:** APER, LE  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005